

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

62.27 1927

PRICE LIST

LIBRARY RECEIVED
★ SEP 2 1927

U. S. Department of Agriculture
FROM SHERMAN NURSERY COMPANY
CHARLES CITY, IOWA

*For SPRING
Delivery*

Nursery Stock



C-7-26

Good Northern Grown Stock

Notes and Suggestions

Read Carefully

1. Confine sales strictly to sizes and varieties in this list.

2. No order to be taken for less than \$2.00 worth of stock.

3. Take no order for delivery at places where there is no Railroad Station.

4. Take no order for delivery on a set date or during any certain month. Have order read Spring.

5. Use the utmost care in writing order, to have all figures, post office address, including rural route, and name written plainly, thus avoiding mistakes in filling orders.

6. Sign each order as Agent, have customer sign order where intended, write name of customer VERY PLAINLY at top of order.

7. Be sure that order is added up correctly and see that the amount of order, after deducting any credit for board or lodging, is carried to top of order and entered in blank space intended.

8. Size all stock where required to do so by order blanks, for instance, note space for size after Apples, Plums and Evergreens, be very careful to write sizes in order as they are listed in this price list, and do not under any circumstances write even size, as 5 feet, 6 feet, 18 inches; all such irregular sizes put us to lots of extra work, and we will return any order so sized.

9. See that delivery station is written in, also season of delivery, stating year, and ascertain correct postoffice address of customer.

10. Confine your sales to central delivery points. Avoid making deliveries at every little town; as a rule customers can be induced to go to your regular delivery station.

11. You may sell 500 at 1000 rates where thousand rate is given, 50 at 100 rate, except where otherwise noted. Sell Forest Trees in even hundreds only. In giving ten rates on Plum, Cherry, Grape Vines and transplanted Evergreens, we will not allow you to put in less than 2 of a variety in making up the ten, and in giving 100 rates, you must not put in less than 5 of a kind. On Currant, Gooseberry, Raspberry and Blackberry in giving ten rates, you must not put in less than 5 of a variety, and not less than 25 of a kind in giving 100 rates.

GENERAL INFORMATION

Replace Terms

Any stock that fails to live, if given proper care, will be replaced FREE of charge (with exception of evergreens) providing we are notified before September 1st following delivery. Evergreens will be replaced at one-half price only.

Delivery Season

Never promise a customer a definite date for delivery. We guarantee to ship at the proper time for planting. Do not agree to deliver goods to premises, but instruct customers they will be notified to call at some centrally located place in town at delivery time. A delivery agent has plenty to attend to without making personal delivery of every package.

We Pay Freight, Express or Parcel Post

The prices quoted in this list are for goods delivered at any railroad station. Do not write up orders for delivery at inland towns (off the railroad). Some nurseries make an extra charge of 10% or more to cover cost of packing and transportation.

Terms of Payment

All orders are taken with the understanding that cash will be paid in full at the time of delivery, unless payment has been made in advance.

Prices

In every instance the price named is entirely in keeping with the high quality of our guaranteed stock. Inferior grades of stock may be bought for less, but poor stock is dear at any price and an experienced planter will not buy it. It is not so much what the customer pays as it is what he gets for what he pays that determines his degree of satisfaction.

Packing

Every customer's order is BURLAPPED at a heavy expense to assure delivery of his order in first class condition. Large orders are boxed in a separate box with plenty of moist packing material. No extra charge is made for this feature of service.

Landscape Service

To give our customers better plantings we maintain a Landscape Department. Plans will be furnished our customers free of charge with orders amounting to \$75.00 and over. Feel free to consult our Architect at any time with regard to planting arrangements and designs. See catalogue, page 60.

Apples and Crab Apples

The following list of apples contains only the very choicest, hardy and productive varieties for planting in the upper Mississippi Valley:

Summer Varieties

Duchess

Yellow Transparent

Fall Varieties

Anisim
Hybernal
Longfield
McMahon
Okabena

Patten's Greening
Peter
Wealthy
Wolf River
Fameuse (Snow)

Winter Varieties

Ben Davis
Delicious
Gano
Golden Russett
Grimes Golden
Jonathan
King David
Malinda
McIntosh Red
M. B. Twig
Newell's Winter

N. W. Greening
Roman Stem
Rome Beauty
Salome
Stayman's Winesap
Talman Sweet
University
Willow Twig
Winesap
York Imperial

Crab Apples

Hyslop
Minnesota
Souland
Strawberry Crab
Sweet Russett

Transcendent
Virginia
Whitney
Yellow Siberian

	Each	Per 10	Per 100
First Class, 4-5 ft.....	\$1.00	\$9.00	\$80.00
Specimen, 5-6 ft.....	1.25	12.00	

Recent Introductions

Four best varieties originated by C. G. Patten.

Brilliant (Winter) ✦ Summer Pear (Summer)
 Silas Wilson (Winter) ✦ Eastman (Fall)

SELECT TREES, 4-5 ft.....	\$1.50 Each
EXTRA FANCY, 5-6 ft.....	2.00 Each

Special—Five-in-one Apple

This tree will produce five different kinds of apples, covering a period from early summer to late winter. The four best varieties originated by Mr. C. G. Patten, Summer Pear, Eastman, Silas Wilson and Brilliant, are bud-grafted on University, an extra hardy and thrifty tree, making the fifth variety.

Select trees, 5-6 ft. \$6.00 Each

Pears

Flemish Beauty	Keiffer	Bartlett
Above list, 4-5 ft.....	\$1.50 Each	
Above list, 5-6 ft. (Specimen).....	2.00 Each	

Patten Pear

A new pear originated at Charles City, Iowa. The only pear hardy for the Northwest, free from blight, a heavy bearer.

Introductory price, 5-6 ft.....	\$5.00 Each
---------------------------------	-------------

Peaches

Bokara	Crawford's Early	Elberta
		Each Per 10
First Class Trees, 4-5 ft.....	\$1.00	\$7.50

Plums

Abundance	Monitor	Surprise
Burbank	Redwing	Wickson
Cheney	Underwood	Wolfe
DeSoto	Hawkeye	Wyant
Forest Garden		
	Each	Per 10
Above list, 3 to 4 ft.	\$1.25	\$11.25
Above list, 4 to 5 ft.	1.50	12.50
Above list, 5 to 6 ft. (Specimen)	1.75	16.00

New Plums

Loring Prize	Patten Plum	Patten's XX
4 to 5 ft.	\$2.00 Each	
5 to 6 ft. (Specimen).....	3.00 Each, 2 for \$5.00	

Hansen's Plum Introductions

Hanska	Kaga	Kahinta	Waneta
Sapa	Opata	Sansota	
		Each	Per 10
Above list, 3 to 4 ft.	\$1.25		\$11.25
Above list, 4 to 5 ft.	1.50		12.50
Above list, 5 to 6 ft. (Specimen)	1.75		16.00

Zumbro and Compass Cherry

	Each	Per 10
3 to 4 ft.	\$1.25	\$11.25
4 to 5 ft.	1.50	12.50
5 to 6 ft. (Specimen)	1.75	16.00

Cherry

Early Richmond	Eng. Morello	Ostheim
Mt. Morency	Wragg	Black Tartarian
	Each	Per 10
Above list, 3 to 4 ft.	\$1.00	\$ 9.00
Above list, 4 to 5 ft.	1.25	11.00
Above list, 5 to 6 ft. (Specimen)....	1.50	13.00

Grapes

Strong Vines—Heavy Rooted

Agawam		Moore's Early	
Pocklington		Niagara	
Brighton		Worden	
	Each	Per 10	Per 100
Above list	\$.65	\$5.00	\$40.00
Beta .....	.75	6.00	
Concord .....	.50	4.00	20.00
Alpha (new)	1.00	7.50	
Campbell's Early	1.00	7.50	

Currants

Strong Two Year, Ready to Bear

London Market	Victoria		
Long Bunch Holland	White Grape		
Red Dutch	Pomona		
	Each	Per 10	Per 100
Above list	\$.50	\$4.00	\$30.00
Perfection	1.00		

Gooseberries

	Each	Per 10	Per 100
Houghton	\$.50	\$4.00	\$30.00
Downing .....	.75	5.00	
Pearl .....	.75	5.00	
Carrie .....	.75	6.00	50.00
Red Jacket	1.00	8.50	

Red Raspberries

King	Sunbeam	St. Regis (Everbearing)		
		Per 10	Per 100	Per 1000
Above list	-----	\$2.00	\$15.00	\$80.00

Special New Red Raspberry "Latham"

A valuable recent introduction from the Minnesota State Experiment Station. Large red berry and a very heavy bearer.

	Per 10	Per 100	Per 1000
Special Price	\$3.00	\$20.00	\$100.00

Raspberries, 2 Year Transplants

Cumberland (Black)	Patten's (Black)		
Gregg (Black)	Cardinal (Purple)		
Columbian (Purple)	Redpath (Red)		
Kansas (Black)			
	Per 10	Per 100	Per 1000
Above list	\$3.00	\$20.00	\$150.00

PLANT MORE CURRANTS & GOOSEBERRIES

Every land owner, whether farm or city lot, should have a few currants and gooseberries, especially currants. Fine for jellies, preserves and for canning. Sure croppers. Very profitable on the local market, too. Every customer has a shady place in the garden or a bare fence line. These are ideal places for currants and gooseberries. See catalogue, page 18.

Strawberries

	Per 25	Per 100
Everbearing	\$2.00	\$6.00
Dunlap	1.00	3.00

We have experimented with nearly all the leading varieties of Strawberries and have come to the conclusion that all things considered, for general planting the Dunlap leads the list of June bearing varieties. It needs no fertilizer, is a large berry of a dark color, and bears an enormous crop. It is one of the best of shipping sorts

Our plants are packed in packages of uniform size, 25 to a bundle, and sales must be made in such a way as to permit the filling of orders without breaking bundles.

Special New Everbearing

	Per 25	Per 100
Number 999 Giant Everbearing.....	\$3.00	\$10.00

999 Giants are beautifully colored bright red berries, very large, often measuring up to 5½ inches around. Its flavor and fragrance are different from any other strawberry you ever tasted.

Blackberries

Two Years Strong (transplanted plants)

	Per 10	Per 100
Ancient Britton	\$2.00	\$15.00
Snyder	2.00	15.00
Rathburn	2.00	15.00

Dewberry (Trailing Blackberry)

(Two years strong)

	Per 10	Per 100
Lucretia	\$2.00	\$15.00

Cheap Blackberries and Dewberries are simply sprouts pulled up in old fruiting patches and are seldom a success. Our plants have been grown from root cuttings, have bushy, fibrous roots. They will succeed.

Miscellaneous Fruits

	Each	Per 10	Per 100
Dewberry, Lucretia		\$2.00	\$15.00
Dwarf Juneberry	\$.75	5.00	50.00
Lucretia Dewberry		2.00	15.00
Mulberry, Russ., 12-18 in. (bdls. of 100)			10.00
Mulberry, Russ, 2-3 ft.		3.00	25.00
Mulberry, Russ., 5-6 ft.	1.00	8.50	75.00

Vegetables

	Per 25	Per 100	Per 1000
Asparagus	\$2.00	\$5.00	\$40.00

(Do not sell in lots less than 25)

No Spring Vegetable more welcome than Asparagus. It is easily grown and should be cultivated in every garden.

	Per 10
Horseradish	\$2.50
Linnaeus Rhubarb	2.50

Weeping Trees

Do not sell Cut Leaf Birch under any circumstances.

	Each
Patten's Weeping Elm	\$6.00
Weeping Mt. Ash	5.00
Niobe Weeping Willow (Golden) 6 to 8 ft.....	2.00
Tea's Weeping Mulberry	6.00
Wier's Cut Leaf Maple, 6 to 8 ft.	3.00
Catalpa Bungeii (Umbrella)	5.00

Windbreak Evergreens

Transplanted stock with bushy tops and plenty of fine fibrous roots.

	Per 10	Per 100
Arbor Vitae, 12-15 in. (Light).....		\$35.00
Arbor Vitae, 12-18 in. (Heavy).....	\$ 6.00	50.00
Arbor Vitae, 18-24 in. (Heavy).....	7.50	65.00
Black Hills Spruce, 12-15 in.....		50.00
White Spruce, 12-18 in.	10.00	80.00
White Spruce, 18-24 in.	12.50	100.00
	Per 100	Per 1000
Jack Pine, Sdls., 6-10 in.....	10.00	75.00
Ponderosa Pine, Sdls., 6-10 in.	10.00	75.00

Norway Spruce—Scotch Pine

	Per 100	Per 200	Per 500
15-18 inch	\$30.00	\$55.00	\$125.00
18-21 inch	40.00	75.00	150.00

Evergreen "1215" (Special)

Light transplanted trees, branched and well rooted, tied in bundles of 50. Do not sell less than 50 of a variety.

Norway Spruce		Scotch Pine	
Per 100	Per 200	Per 500	Per 1000
\$20.00	\$35.00	\$80.00	\$150.00

These (Special) trees are 12 to 15 inches in height. Evergreens sold in lots of 100 or more will be packed in box by themselves, but under no circumstances sell less than 50 of a variety. Evergreen "1215" is the ideal grade to be used for shelter belt planting and sales should be encouraged in 1000 lots.

Small Windbreak Evergreens

Transplanted trees, 6-10 inches in height, grown in the open field, hardy and well rooted. Sell in lots of 50 or more. Varieties listed below especially good in Western Iowa, Minnesota, Dakotas and the Northwest.

White Spruce	Black Hills Spruce	
	Per 100	Per 1000
Special Price	\$20.00	\$175.00

Specimen Evergreens

The trees listed below have been grown in wide rows with plenty of room to develop a symmetrical, shapely and heavily branched tree. They have been root pruned, and are extra well rooted.

Each tree in this specimen class sold at the following prices will be balled in moss, which will insure excellent results in planting. Customer may have them balled in earth and burlapped for an additional charge of \$2.50 per tree, if each item is marked "B & B".

	Each
Arbor Vitae, Globosa, Bushy Specimens, top	
18 in. diameter	\$ 4.00
Arbor Vitae, Pyramid, 2-3 ft.	7.50
Arbor Vitae, Pyramid, 18-24 in.	5.00
Arbor Vitae, Siberian, 2-3 ft.	5.00
Austrian Pine, 12-18 in.	2.00
Austrian Pine, 18-24 in.	3.00
Austrian Pine, 2-3 ft.	4.00
Black Hills Spruce, 18-24 in.	3.00
Black Hills Spruce, 2-3 ft.	4.00
Black Hills Spruce, 3-4 ft.	5.00
Colo. Green Spruce, 18-24 in.	3.00
Colo. Green Spruce, 2-3 ft.	4.00
Colo. Blue Spruce, Select Blue, 18-24 in.	10.00
Colo. Blue Spruce, Select Blue, 2-3 ft.	15.00
Douglas Spruce, 2-3 ft.	4.00
Douglas Golden Arbor Vitae, 12-18 in.	4.00
Juniper, Pfitzeriana, 18 in. diameter	5.00
Juniper, Pfitzeriana, 24 in. diameter	7.50
Juniper, Savin, 24 in. diameter	5.00
Juniper, Savin, 30 in. diameter	7.50
Irish Juniper, 2-3 ft.	5.00
Mugho Pine, 10-12 in. diameter	5.00
Norway Spruce (Specimen), 4-5 ft.	7.50
Ponderosa Pine, 18-24 in.	3.00
Swedish Juniper, 2-3 ft.	5.00
Juniper, Tamariscifolia, 18-24 in.	6.00

SPECIMEN EVERGREENS

Evergreens not only help to cheer the winter months by the contrast of their brightly colored foliage with the snow, but their varying forms of growth and colors of foliage add variety, attractiveness, to every planting.

They may be used in numberless ways and are used freely in plantings of distinction. Especially fine specimens of both the dwarf varieties and large growing kinds are produced here in our Northern Nurseries. The use of our thrifty and hardy trees will insure success with your evergreen planting.

The Arbor Vitae and Junipers stand shearing well. The Spruces may also be kept dwarf by cutting back the new growth each year.

The Black Hills Spruce is a popular, slow growing tree of great density and blue green foliage. It is absolutely hardy. It may be used in group plantings or as a single specimen. If pinched back in June it may be kept dwarf. Very attractive in the spring when the buds open and the new growth starts.

You are invited to consult our landscape department as to choice of varieties and best methods of arranging and planting.

Shade and Ornamental Trees

	Each
Ash, 6-8 ft.	\$1.50
Box Elder, 6-8 ft.	1.25
Basswood (See Linden)	
Black Walnut, 4-5 ft.	2.00
Black Walnut, 5-6 ft.	2.50
Boellena Poplar, 10-12 ft.	5.00
Butternut, 4-5 ft.	2.00
Butternut, 5-6 ft.	2.50
Bechtel's D. F. Crab	2.50
Carolina Poplar, Stocky Branched Trees, 5-6 ft. ....	.75
Carolina Poplar, 6- 8 ft.	1.00
Carolina Poplar, 8-10 ft.	1.50
Carolina Poplar, 10-12 ft.	2.50
Catalpa Speciosa, 5-6 ft.	1.50
Catalpa Speciosa, 6-8 ft.	2.00
Double Flowering Plum	2.50
Elm, Klehm's Moline Type, 6- 8 ft.	2.50
Elm, Klehm's Moline Type, 8-10 ft.	3.50
Elm, Klehm's Moline Type, 10-12 ft.	5.00
Elm, White, 6- 8 ft.	1.50
Elm, White, 8-10 ft.	2.50
Elm, White, 10-12 ft.	3.00
Elm, White, 12-15 ft. (1¼-1½ in. caliber)....	5.00
Elm, White, 15 ft. and up (2 in. caliber).....	7.50
Golden Willow, 6-8 ft.	1.50
Hard Maple, 5- 6 ft.	2.50
Hard Maple, 6- 8 ft.	3.50
Hard Maple, 8-10 ft.	5.00
Laurel Leaf Willow, 6-8 ft.	1.50
Linden (Basswood), 5- 6 ft.	2.00
Linden (Basswood), 6- 8 ft.	3.00
Linden (Basswood), 8-10 ft.	4.00
Maple, Soft (Same as Silver Maple. See next page.)	
Lombardy Poplar, 5- 6 ft.	1.50
Lombardy Poplar, 6- 8 ft.	2.00
Lombardy Poplar, 8-10 ft.	2.50
Mt. Ash, European, 4-5 ft.	1.50
Mt. Ash, European, 5-6 ft.	2.00
Mt. Ash, European, 6-8 ft.	3.00
Mt. Ash, Oak Leaf, 4-5 ft.	2.50

TRUE TO NAME

In no nursery in the United States is there greater and more painstaking effort made to be absolutely sure that orders are filled with stock true to name. We grow our own trees 1000 acres of them. Every row of trees set out is staked as soon as planted and the trees are labeled as to the varieties. The size of the nursery and the scale upon which stock is grown is itself a guarantee to customers that they will get what they order. You cannot be sure of this when ordering from some small nursery where the assortment is limited.

Shade and Ornamental Trees (Cont.)

	Each
Norway Maple, 5- 6 ft.	\$3.00
Norway Maple, 6- 8 ft.	5.00
Norway Maple, 8-10 ft.	7.50
Norway Poplar, Stocky Branched Trees, 5-6 ft. ....	.75
Norway Poplar, 6- 8 ft.	1.00
Norway Poplar, 8-10 ft.	1.50
Norway Poplar, 10-12 ft.	2.50
Schwedler's Purple Maple, 6-8 ft.	6.00
(Not branched)	
Schwedler's Purple Maple, 8-10 ft.	8.00
(Not branched)	
Silver Leaf Poplar, 5-6 ft.	2.00
Silver Leaf Poplar, 6-8 ft.	2.50
Silver Maple (Soft), 5- 6 ft.	1.50
Silver Maple (Soft), 6- 8 ft.	2.00
Silver Maple (Soft), 8-10 ft.	2.50
Thorn Apple (Crataegus Punctata), 4-5 ft.	5.00
Willow, Russian Golden, 6-8 ft.	1.50
Willow, Laurel Leaf, 6-8 ft.	1.50
Wier's Cut Leaf Maple, 5-6 ft.	2.00
Wier's Cut Leaf Maple, 6-8 ft.	3.00

Nut Bearing Trees

	Each
Black Walnut, 4-5 ft.	\$2.00
Black Walnut, 5-6 ft.	2.50
Hazel Nut, 3-4 ft. ....	.50
Black Walnut, 1 yr., bundles of 100, \$10.00 per 100	

LANDSCAPE SERVICE

We maintain a Landscape Service Department for the assistance of our salesmen in selling larger orders and in giving better satisfaction to our customers.

The salesman's work is to properly interest his prospective customer in beautifying his property so that when a complete planting plan is drawn by our landscape department it can be sold without any difficulty. These plans are expensive and require a lot of work to make them up. We urge that every salesman use his very best effort in selling the order after the plan has been drawn.

The salesmen who are making the most money are those taking advantage of this landscape service. The following is a list of the prospective places for landscape work: Schools, Churches, Public Parks, Cemeteries, Oil Stations, Private Residences, and new additions to towns and cities.

Write us at once if not entirely familiar with the way to proceed in order to get your share of the landscape business from your territory.

Forest Trees

All except 2 to 3 and 3 to 4 ft. grades put up in bundles of 100 of a kind; 2 to 3 and 3 to 4 ft. grades put up in bundles of 50. We do not break bundles.

	Per 100	Per 1000
Ash, 6-12 in.	\$ 2.00	\$10.00
Ash, 12-18 in.	3.00	20.00
Ash, 18-24 in.	4.00	30.00
Ash, 2-3 ft.	8.00	75.00
Black Walnut, 1 year, 10-15 in. ..	10.00	
Carolina Poplar, 12-24 in.	4.00	30.00
Carolina Poplar, 2-3 ft.	8.00	70.00
Carolina Poplar, 3-4 ft.	10.00	90.00
Catalpa Speciosa, 18-24 in.	5.00	40.00
Norway Poplar, 12-24 in.	4.00	30.00
Norway Poplar, 2-3 ft.	8.00	70.00
Norway Poplar, 3-4 ft.	10.00	90.00
Russian Olive, 12-18 in.	15.00	125.00
White Elm, 6-12 in.	2.00	10.00
White Elm, 12-18 in.	3.00	20.00
Willow, Laurel Leaf, 12-24 in.	5.00	40.00
Willow, Laurel Leaf, 2-3 ft.	7.00	60.00
Willow, Laurel Leaf, 3-4 ft.	10.00	90.00
Willow, Russian Golden, 12-24 in.	5.00	40.00
Willow, Russian Golden, 2-3 ft. ..	7.00	60.00
Willow, Russian Golden, 3-4 ft. ..	10.00	90.00

Claremont, S. D.

Gentlemen: Replying to your inquiry as to my way of planting trees which resulted in the success I reported to you, will say that I plowed very deep, then disked several times to pack the soil, then harrowed a couple times to level the ground. All this was done early in the spring just after the frost was out of the ground. When the trees came, I opened the box and bundle as we needed them, puddled them in a tub of thin mud so that the roots of all the trees were all covered with mud. I then put them in the ground behind a spade and packed the ground well. Later I cultivated shallow every week until August when we had our first rains. After each cultivation, I went over each row with a hoe and made a fine dust mulch around each tree. I have never failed yet on trees, using the above method. Some of the Ash and Elms made a growth of three feet last season and the Poplar six to seven feet. I think I have as fine a grove started here as can be found anywhere. I am

Yours respectfully, HENRY SWANSON.

Mr. Swanson's order consisted of 2,000
Forest Trees and 600 Russian Olive.

Hedging

Put up in bundles of 25 of a kind. In lots of less than 25 sell at prices on following pages. Hedges listed in this group should be clipped for the best effect.

	Per 100
Alpine Hedge, 12-18 in.	\$40.00
Alpine Hedge, 18-24 in.	50.00
Arbor Vitae, 12-15 in.	35.00
Arbor Vitae, 12-18 in.	50.00
Arbor Vitae, 18-24 in.	65.00
Box Barberry (Dwarf) 6-10 in., Bushy	35.00
Buckthorn, 12-18 in.	15.00
Buckthorn, 18-24 in.	25.00
Buckthorn, 2-3 ft.	30.00
Caragana (Siberian Pea Tree), 12-18 in.	15.00
Caragana (Siberian Pea Tree), 18-24 in.	20.00
Caragana (Siberian Pea Tree), 2-3 ft.	25.00
Eleagnus (Russian Olive), 12-18 in.	15.00
Eleagnus (Russian Olive), 18-24 in.	25.00
Purple Lilac, 18-24 in.	40.00
Tartarian Honeysuckle, 18-24 in.	40.00
Thunbergii (Jap. Barberry), 12-18 in.	25.00
Thunbergii (Jap. Barberry), 18-24 in.	35.00
Salix Uralensis, 18-24 in.	25.00

Unclipped Hedges

	Per 100
Spirea Van Houttei (Bridal Wreath), 18-24 in.	\$40.00
Spirea Froebelli (Crimson Flower) 18-24-in.	50.00
Spirea Thunbergii (Early White) 18-24 in... ..	50.00

Privet Hedges

(Clipped)

	Per 100
Amoor River Privet, 12-18 in.	\$20.00
Amoor River Privet, 18-24 in.	25.00
California Privet, 12-18 in.	15.00
California Privet, 18-24 in.	20.00

Note—Do not sell Privet north of Des Moines, Iowa. Not reliably hardy except in Missouri, Kansas and Central Illinois.

ALPINE HEDGE

ALPINE HEDGE is growing in demand every year and bids fair to become the leading dwarf hedge where a sheared hedgeline is desired. It possesses certain elements of superiority which are naturally responsible for this fact. Perfectly hardy in all parts of the North in the most exposed locations.

It is also a true drought resister, and has been known to pull through the driest summers without watering, and maintain a bright, healthy foliage throughout the season.

Flowering Shrubs

(Usually two to three feet, but dwarf sorts will run fifteen inches and up.)

Acer Ginnala, (Japan Maple), beautiful cut foliage.
 Bridal Wreath (Spirea Van Houttei)
 Buffalo Berry
 Cornus (Red Branched Dogwood)
 Cut Leaf Elder
 Cut Leaf Golden Elder
 Cornus, Paniculata
 Euonymous
 Forsythia
 Lilac, Purple
 Russian Olive
 Snowberry, Red
 Snowberry, White
 Spirea Billardi
 Spirea Callosa Alba, 12-18 in.
 Spirea Crispifolia (Bright Pink)
 Spirea Froebelli
 Spirea Opulifolia
 Spirea Van Houttei (Bridal Wreath)
 Syringa Coronarius (Sweet Scented)
 Syringa or Mock Orange
 Syringa Grandiflora
 Syringa Lemoinei
 Tartarian Honeysuckle (White or Pink)
 Japanese Barberry, 18-24 in.

Above List, 75c Each, \$70.00 Per 100

Select Flowering Shrubs

D. F. Althea	Spirea Callosa Rosea
Butterfly Bush	Spirea Fortuneii
Clematis Recta (Upright Bush Clematis)	Spirea Sorbifolia
Elder, Red Berried	Spirea Superba
High Bush Cranberry	Spirea Thunbergii
Honeysuckle Morrowii	Sumac, Smooth
Kerria Japonica	Symphoricarpos Mollis
May Day Tree	(New White Snowberry with extra large waxy white berries. Splendid for shade.)
Snow Ball	Tamarix
Spirea A. Waterer	Japanese Barberry, 2-3 ft.
Spirea Bumalda	

Above List, \$1.00 Each, \$9.00 Per Ten,
 \$85.00 Per 100

HOW TO SELL SHRUBS

Where any quantity of shrubs or other ornamentals are needed by the customer **SELL BY SKETCH**. Make up a rough sketch of the place, outlining the beds or borders to be planted, **AND THEN SELL ALL AS ONE UNIT**, instead of attempting to sell one shrub or one variety at a time. If you cannot make sketches, write us, we will help you. Our heaviest salesmen—those making the biggest money—are those who sell ornamentals by sketch or plan.

Choice Flowering Shrubs

Aralia Spinosa (Hercules Club)
 Cornus Elegantissima (Green and White Leaf)
 Deutzia Lemoinei
 Deutzia, Pride of Rochester
 Flowering Almond
 Golden Elder
 Honeysuckle, Ruprechtiana
 Hydrangea, Arborescens Sterilis
 Hydrangea, P. G.
 Japan Quince
 Lilac, Villosa
 Lilac, Josikea
 Lilac, Persian White
 Lilac, Persian Purple
 Lilac, White
 Purple Fringe (Smoke Tree)
 Snowball (Japanese)
 Spirea Arguta
 Spirea Aurea (Golden)
 Spirea Callosa Rubra
 Sumac, Cut Leaf
 Sumac, Staghorn
 Syringa, Golden
 Syringa Virginalis (Double)
 Viburnum Dentatum (Arrow-Wood)
 Viburnum Lentago (Black-haw)
 Viburnum Tomentosum Plicatum
 Viburnum Lantana
 Weigelia Rosea
 Weigelia Eva Rathke
 Weigelia, Variegated

Above List, \$1.50 Each, \$12.50 Per Ten.

Special Flowering Shrubs

	Each
Double Flowering Plum	\$2.50
Bechtel's D. F. Crab	2.50
Hydrangea, P. G. Tree Form	2.50
Prunus Pissardi (Purple Leaf Plum)	2.50
Hansen's Purple Plum	2.00
Scheideckeri Crab	3.00

Fancy Lilacs

Charles X	Marie Legraye
Michel Buchner	Mme. Lemoine
Chinensis Alba	Mme. Casimir Perier
Chinese Tree Lilac	President Grevy
Japanese Tree Lilac	Rothomagensis
Ludwig Spaeth	

\$2.00 Each, \$17.50 Per 10

Roses

Our Roses are strong two-year plants, grown outdoors, well rooted, in every way first class, and with but few exceptions are on their own roots. They will bloom the same season they are set out, and are in every respect much better and stronger plants than the ones that are so freely advertised and sent out by mail, and which are small, tender shoots started in a greenhouse, and sent out before they have established growth and constitution enough to stand the shock of transplanting. **In planting, cut branches back to within six inches of the main stem.**

Climbing Roses

American Pillar	Excelsa (Red)
Baltimore Belle	Paul's Climber (Pink)
Crimson Rambler	Prairie Queen
Dorothy Perkins	Seven Sisters
(Pink Rambler)	

Above List, \$1.25 Each

Special Climbing Roses

Flower of Fairfield (Everblooming Crimson Rambler), \$2.00 Each.

F. J. Grootendorst Rose

We are introducing a new rose this season that will please your customers. It is a cross between the Japanese Rose (*Rosa Rugosa*) and the ever-blooming Baby Rambler. The foliage is beautiful, the flowers crimson and fragrant. Should be severely pruned each season.

Price \$2.00 Each, 2 for \$3.00

Baby Rambler (Everblooming)

Red, White, Pink \$1.50 Each

Hardy Hybrid Perpetual Roses

African Black	Pink Moss
Coq Des Alps	Mdm. Chas. Wood
Frau Karl Druschki	Mrs. Jno. Laing
General Jacqueminot	Paul Neyron
John Hopper	Persian Yellow
Madame Plantier	Rosa Rugosa (Single, excellent for foliage)
Magna Charta	Red Moss
Marshall P. Wilder	White Moss
Crested Moss	

Above List, \$1.50 Each

Rosa Rugosa (Double)

Conrad F. Meyer (Pink) Mme. George Bruant
 Hansa (Red) (White)
 Sir Thos. Lipton (White)

\$2.00 Each, 2 for \$3.00

Hybrid Tea Roses

Hybrid Tea Roses are commonly called Monthly or Everblooming Roses. They will produce an abundance of large fragrant flowers during the entire summer. Should be carefully protected during the winter by mounding up dirt eight or ten inches and covering with straw or leaves. Do not uncover too early in the spring. The following two-year-old plants are available for spring planting. (No orders accepted for roses of any kind for FALL delivery.)

Mrs. Aaron Ward (Beautiful Indian Yellow)
Minnetonka (Shell Pink, Abundant Bloomer)
Grus An Teplitz (Dark Crimson)
Ophelia (Salmon-rose)
Premier (Dark Pink, Very Double)
Radiance (Large Pink, Very Fragrant)
White Killarney (Pure White)

Above List, \$1.50 Each

Vines

Ampelopsis Engelmannii	Hall's Japan Honeysuckle
Ampelopsis Quinquefolia	Moon Seed Vine
Bittersweet	Trump. Honeysuckle
Chinese Matrimony Vine	(Scarlet)
Chinese Yellow	Virginia Creeper, or
Honeysuckle	American Ivy
Clematis Paniculata	Wisteria Purple

Above List, \$1.00 Each; 3 of a Kind for \$2.50

Special Vines

Ampelopsis Veitchii (Jap. Creeper) (Boston Ivy)
 Aristolochia Siphon (Dutchman's Pipe)
 Trumpet Vine (Bignonia Radicans)
 Clematis Coccinea
 Clematis Jackmanii (Purple)
 Clematis Madam Edward Andre (Red)
 Clematis Henryii (Large White)

Above List, \$1.50 Each

Hardy Perennial Phlox

This class of Hardy Perennials is of special importance in every flower garden. Succeeds in almost any soil and blooms through a long season. Our list covers a range of colors which is certain to please.

The best effects to be had with Phlox are produced by planting masses of each color, not less than six and even as many as two dozen or more plants of one color together. For example, a border of phlox may be planted, beginning with palest pink and shading up to dark cherry, then pure white and white with a red eye, and more white, then a quantity of red and again white at the end. If in another border the shades of purple are planted with occasional bunches of white, the Phlox will be the pride of the garden.

Mixed Colors, 25c Each, \$2.00 Per 10,
\$17.50 Per 100

Phlox (Named Varieties)

Champs Elysees, Bright rosy-magenta.

Eclairer, Bright rosy-carmine, with a light halo.

Eugene Danzanvillier, Lilac, shading white.

Mrs. Jenkins, Pure white.

Prof. Virchow, Bright carmine, overlaid with orange-scarlet.

Rheinlander, Beautiful large, salmon pink, deep red eye.

Ryndstrom, deep pink, tall.

R. P. Struthers, Rosy-carmine with claret eye; very bright, tall.

H. O. Wijers, White with red center, very pretty.

Above List, 50c Each; \$3.00 Per Ten;
\$25.00 Per 100.

New Varieties Phlox

Elizabeth Campbell, Bright brilliant pink.

Double X, Pinkish lavender with white eye.

Seibold, Bright orange-scarlet with crimson eye.

Jules Sandau, Dwarfish. Large flower, pure pink.

Hindenburg, Crimson red with darker eye.

Chas. H. Mayo, Very large, white.

Baron Von Heeckeren, Delicate Salmon Pink.

Above List, 75c Each, \$5.00 Per Ten.

Special Peonies

Large, strong clumps of the best named varieties. Each clump will be packed in box by itself.

	Each
Caroline Mather, bright rosy-red. When in full bloom has a purplish tint. Midseason..	\$3.00
Drop-White Peony, white with rose red center, dainty, very fragrant	3.00
Festiva Maxima Peony, creamy white with small center of crimson, sweet-scented.....	3.00
Francis Ortegat, very dark red, almost purple; large double compact flowers, sweet scented	3.00
Humei Peony, beautiful bright pink, shading to rose, very large, late, one of the best	3.00
LeMartin, deep rose-red; stamens forming collar of gold; double flowers	3.00
Louis Van Houttei, deep velvety crimson, flowers medium size, very fragrant	3.00
Duchess de Nemours, beautiful new white peony, flowers large and double, fragrant..	3.00
Edulis Superba, very early, shell pink, Generally in blossom Decoration Day	3.00

Divided Clumps

(3 to 5 Eyes)

Same varieties as above but not packed in box (see descriptions above)\$1.00 Each

New Peonies

Avalanche. White. Strong grower, profuse bloomer, fragrant.

Baroness Schroeder. White, fringed petals. Delicate odor.

Eugene Verdier. Pink. Rose type, early. Outer petals lilac white. Very erect, rather dwarf in habit.

Mme. Emily Lemoine. White. Semi-rose type, mid-season. A strong grower and free bloomer; rare and beautiful.

Monsieur Jules Elie. Pink. Glossy flesh pink shading to a deeper rose at the base, the entire bloom covered with a silvery sheen. Strong grower. Very fragrant.

Reine Hortense. Pink. Very large, compact. Color a uniform hydrangea pink minutely splashed on a white background, with the center prominently flecked with crimson.

3 to 5 Eye Plants Only, \$2.00 Each

Tenufolio Early Peony

Tenufolio, leaf very finely cut, stem of medium length, flower rich velvety crimson, very full, fragrant; earliest of them all, double, divided plants only\$2.50 Each

Hardy Perennial Flowers

We list a number of the favorite flowers that lose their tops by dying down in the winter, but whose roots are preserved from year to year, consequently when once planted, they are perpetual, coming back each season with an increase in size of plant and flowering capacity. Just think of it—flowers all summer, all colors, every year, without special care or transplanting. Include perennials in every order. Get better acquainted with them. See catalogue, page 52.

Sell the following list at 50c each, \$4.00 per ten (unless otherwise noted)

- Achillea.** White only. Splendid for cemeteries.
- Asters.** Hardy. Purple, Pink, White, Blue.
- Aquilegia** (Columbine). Yellow (Chrysantha). Red (Canadensis). White (Alba).
- Auratum Lily.** Gold Banded Lily of Japan. **\$1.00 Ea.**
- Baby's Breath.** White. Valuable for cut flowers.
- Bleeding Heart** (Spectabilis) Com. variety. **\$1 Ea.**
- Bleeding Heart** (Everblooming) **\$1.00 Each.**
- Canterbury Bell.** Pink, Blue, Purple or White.
- Canna Bulbs.** Yellow or Red.
- Coreopsis.** Flowers yellow only.
- Chrysanthemum.** Hardy. White, pink or yellow.
- Corn Lily** (Day) Corn color.
- Daisy.** (Shasta) Dwarf. White only.
- Daisy.** (Giant) White only.
- Dahlias.** Assorted colors.
- Funkia Alba** (White Day Lily) **75c Each.**
- Funkia Blue** (Day Lily) **75c Each.**
- Forget-Me-Not.** Small blue flowers.
- Foxglove** (Digitalis) Yellow.
- Gaillardia.** Orange-red margined with yellow.
- Gladioli.** Common Red. **\$1.00 per ten.**
- Gladioli.** Choice Mixed Colors. **\$1.50 per ten.**
- Gladioli.** Groff's Hybrids. **\$1.50 per ten.**
- Golden Glow.** Bright Yellow. Tall.
- Hollyhocks.** Assorted colors.
- Iris.** (German) Yellow, orange, pink, purple, white.
- Iris.** (Japanese) Purple, blue, lavender. **\$1.00 Each.**
- Iris.** (Siberian) Yellow, purple.
- Larkspur.** (Delphinium) Blue.
- Lemon Lily.** (Yellow)
- Lily of the Valley.** Pure white. **25c Each.**
- Lancifolium Album** (White) **75c Each.**
- Lancifolium Rubrum Lily** (White, rose tint'd) **75c.**
- Mallows** (Hibiscus) Pink, red or white.
- Oriental Poppy.** Orange-scarlet.
- Peonies.** Red, white or pink. **75c Each.**
- Phlox.** Various colors. (See page 16.)
- Platycodon.** (Balloon Flower) Blue only.
- Regal Lily.** Wonderful new lily. **75c Each.**
- Spirea Filipendula.** Fern leaved, white flowers. **75c.**
- Sweet Williams.** Flowers various colors.
- Tiger Lily.** Large golden orange. Attractive.
- Salvia** (Azurea) Sky Blue. Grows four feet high.
- Statice** (Sea Lavender or Mist Flower) Blue, dwarf.
- Viola** (Horned Violet) Mixed. Blooms all summer.
- Vinca** (Trailing Myrtle) Blue, dwarf. Early.
- Yucca Filamentosa** (Spanish Bayonet) Evergreen foliage, white blossom. Very ornamental.

FALL SALES

Do not sell anything but the following items for FALL DELIVERY: Peonies, Iris, Phlox, and Oriental Poppies. Refer to your price list for quotations. **Sell Bulbs for Fall Delivery ONLY**, at the following prices:

Tupils, single, assorted	\$1.50 Per Doz.
Tulips, double, assorted	2.00 "
Tulips, Darwin, assorted	2.00 "
Hyacinths (75c each)	7.50 "
Narcissi (75c each)	7.50 "

Blooming Seasons of Popular Shrubs

Date of bloom; color of flowers and attractive berries.
Also shade loving shrubs.

BLOOMING IN APRIL

†*Barberry	Yellow
Flowering Almonds	White and pink
Golden Bell (Forsythia)	Yellow
Spirea Arguta	White
Lilacs	Purple, red and white
Flowering Plum	Pink
Spirea Thunbergii	White
Japan Quince	Scarlet

BLOOMING IN MAY

*Honeysuckles	Pink, yellow, red and white
Mock Oranges	White
Rosa Rugosa	Red and White
Spirea Van Houttei	White
†*Dogwoods	White
*Arrowwood (Vib. Dendatum)	White
*H. B. Cranberry	White
Snowball	White

BLOOMING IN JUNE

Weigelias	Pink and red
*Bush Honeysuckle	Pink, red, yellow and white
Mock Orange	White
*Rugosa Roses	Red and white
†*Golden Elder	White
Tamarix	Purple
Deutzia	White
Euonymous	Pink
Rhodotypus Kerrioides	White
Spirea Aurea	White
Flowering Currant	Yellow and white

BLOOMING IN JULY

Weigelias	Pink and red
†Hydrangea, A. S.	White
†*Rugosa Roses	Red and white
Spirea Froebelli	Red
†*Snowberry, White	Blue
†*Snowberry, Red	White
Althea	Purple, pink and white
Spirea A. Waterer	Red

BLOOMING IN AUGUST

†Hydrangea A. S.	White
*Rugosa Roses	Red and white
Spirea Froebelli	Red
†*Snowberry, White	Blue
Sumac	Various
Spirea Billardi	Pink
Spirea Bumalda	Red
Spirea Sorbifolia	White

BLOOMING IN SEPTEMBER AND OCTOBER

†Hydrangea P. G.	White
†Hydrangea A. S.	White
*Rugosa Roses	Red and white
Spirea Froebelli	Red

†Do well in shady places; good for spots where too shady for grass.

*Have fall or winter berries.

A FEW FACTS

OF INTEREST TO SALESMEN

We are the largest growers of evergreen trees in America, having over 30 acres covered with seed beds.

Our frost-proof packing house is 150x300 feet, making our packing facilities the best to be found in the United States.

In connection with our work, we are now operating one of the largest Greenhouse Plants in the state, having over 85,000 feet of glass.

Suitable Distances for Planting

Apples	24 by 24 feet
Pears	18 to 20 "
Peaches	16 to 18 "
Cherries	15 to 18 "
Plums	16 to 20 "
Grapes	8 to 10 "
Hedges	12 to 18 inches
Currants	3 to 4 feet
Gooseberries	3 to 6 "
Raspberries, Red	3 by 4 "
Raspberries, Black	3 by 6 "
Blackberries and Dewberries	3 by 6 "
Strawberries, rows	1 by 3½ "
Asparagus	1 by 1½ "
Rhubarb	3 by 6 "

Number of Trees or Plants on an Acre

2 feet each way	10,790
3 " " "	4,850
4 " " "	2,723
5 " " "	1,742
6 " " "	1,210
8 " " "	680
10 " " "	430
12 " " "	302
15 " " "	194
18 " " "	135
20 " " "	110
24 " " "	71
32 " " "	40

To ascertain the number of plants required to the acre at any given distance, divide the number of square feet (43,560) in an acre by the number of square feet you desire to devote to each plant. For instance, in strawberries planted 1½ by 4 feet each hill will occupy 6 square feet, making 7260 plants to the acre.

Book Orders Early

No nurseryman can carry a complete stock of everything **ALL THROUGH THE ENTIRE SEASON**. It is easier to sell a customer four months ahead of delivery date than to sell just before shipment. It costs the customer **NOTHING** to order early. Early orders receive complete protection on varieties and are always filled with best grades. Last year we had to turn down hundreds of orders for Apples, Evergreens, Hybrid Plums, Specimen Flowering Shrubs and other stock simply because the orders came too late. We were sold out. Book your orders early and avoid this loss and disappointment.

INDEX

Apples and Crabs	2
Blackberries	5
Cherries	3
Currants	4
Dewberry	5
Evergreens	6, 7
Flowering Shrubs	12, 13
Forest Trees	10
Grapes	4
Gooseberries	4
Hedge Plants	11
Lilacs	14
Miscellaneous Fruits	5
Nut Bearing Trees	9
Peonies	17
Pears	3
Peaches	3
Perennials	18
Phlox	16
Plums	3
Roses	14, 15
Raspberries	4
Strawberries	5
Shade and Ornamental Trees	8, 9
Vines	15
Vegetables	5
Weeping Trees	6

GET US ANOTHER SALESMAN AND EARN \$25.00

Many of our best salesmen come to us
through salesmen now in our employ.

For each salesman hired through you, we will mail our check for \$5.00 when we have received from said agent \$50.00 in good orders. When the sales of the individual agent amount to \$250.00 we will mail you our check for \$10.00, and another check for \$10.00 will be mailed to you when we have received from said agent a total of \$500.00 in good business.

In sending names, remember that the only kind of people we are interested in are those who are strictly "on the square" and who are hustlers. We don't want the names of any men whose wishbones are where their backbones ought to be.

